



INTERNATIONAL
TRADE
ADMINISTRATION

U.S. Trade Overview

2012

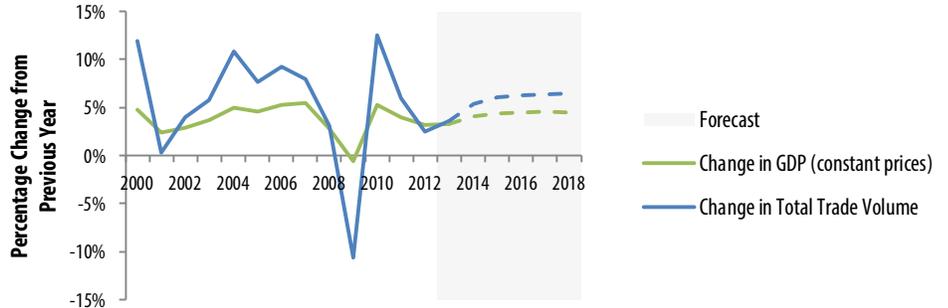
Prepared by:

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Industry Analysis, Manufacturing and Services
International Trade Administration*

Trade a Vital Part of Global Economy

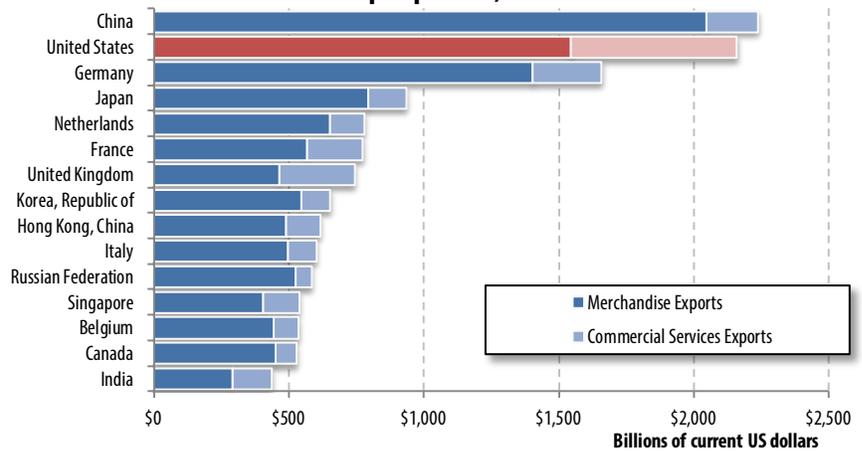
- Globally, trade accounts for more than 60% of gross domestic product (GDP).
- While nearly equal in 2012, trade volume growth typically outpaces real GDP growth, and is expected to do so over the next five years.

Percentage Change in World Trade and Output



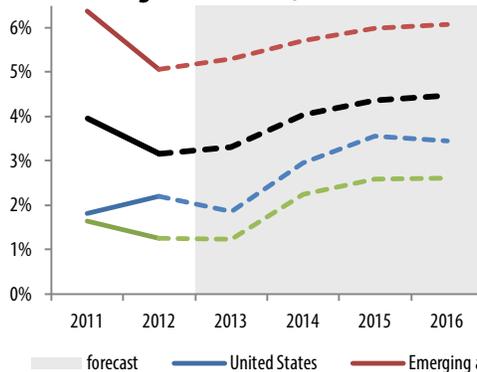
- The U.S. is the largest exporter in the world for commercial services and the second largest for merchandise.

Top Exporters, 2012

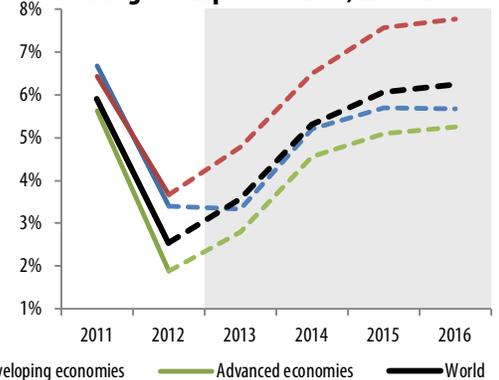


- U.S. export growth (by volume) exceeded the world average in 2012, increasing 3.4% compared to a world average of 2.6%. Going forward, the U.S. is expected to continue to outperform other major industrial countries.

Change in Real GDP, 2011-2016



Change in Export Volume, 2011-2016



- Total trade (exports + imports) accounted for 31% of U.S. GDP in 2012.
- Exports as a share of U.S. GDP held steady in 2012 at the record 13.9% set in 2011.

2.6%

World export (volume)
growth in 2012

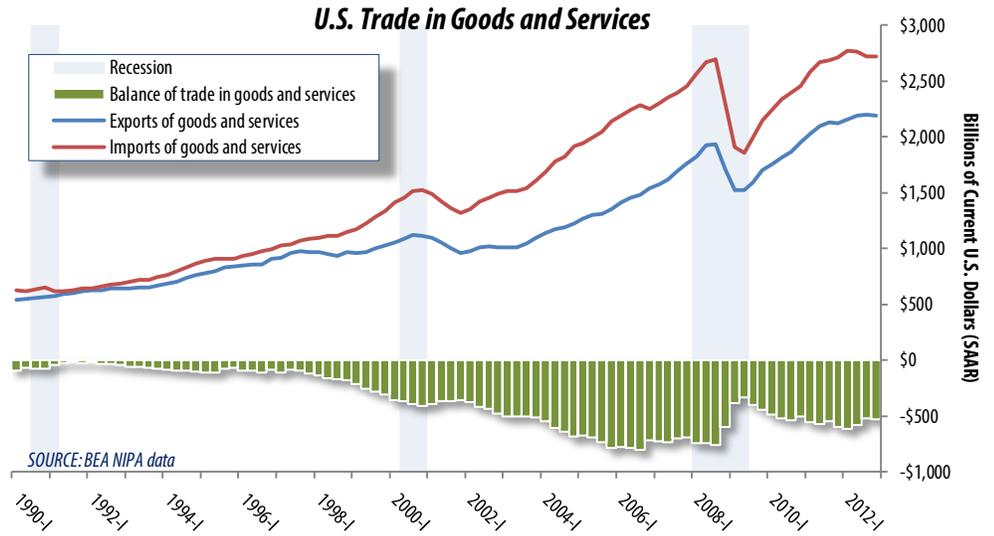
3.4% U.S. export volume
growth, 2012

10% U.S. Share
of world exports in
2012
(by value)

U.S. Trade in 2012

- Total U.S. trade was \$5.0 trillion in 2012, up 3.6% from 2011 and 40.0% from the low in 2009.
- In 2012, exports were up \$97.8 billion, or 4.6%; \$65.4 billion of this increase was goods, \$32.4 billion was services.
- The U.S. maintained a services trade surplus in 2012, which amounted to \$206.8 billion.

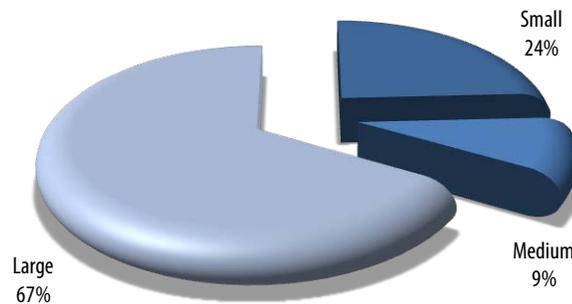
95.2%
Total U.S. trade growth
2003-2012



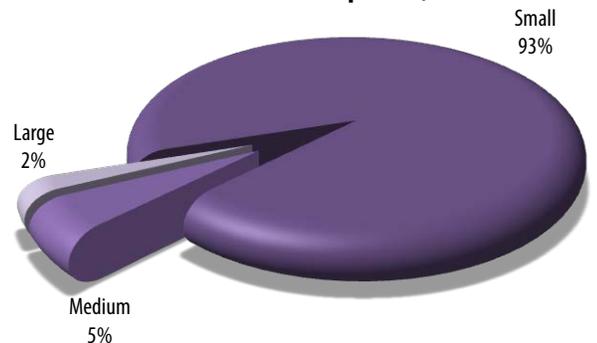
- U.S. exports supported 9.8 million jobs in 2012, nearly 5,000 jobs per \$1 billion in exports.
- More than 300,000 U.S. companies exported goods in 2011 (latest data available) SMEs were responsible for 33% of known goods exports in 2011.

98%
U.S. exporters that
employ fewer than
500 employees

Value of Exports, 2011

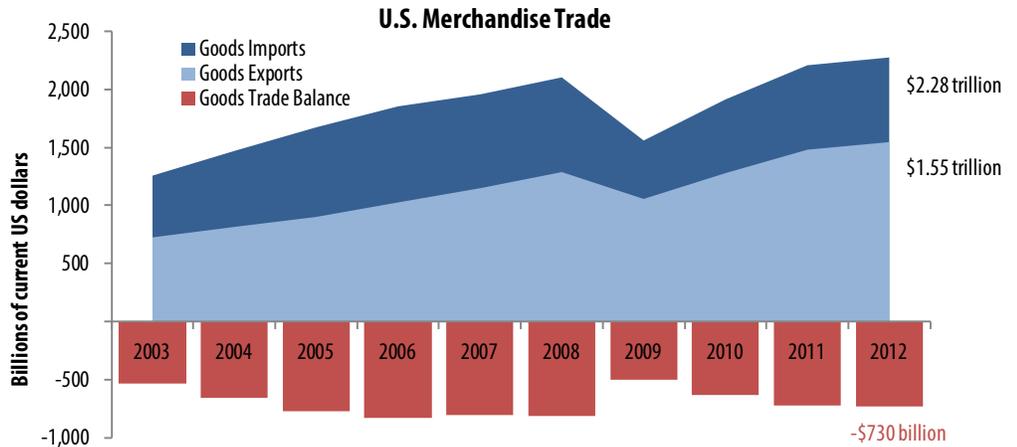


Number of Exporters, 2011



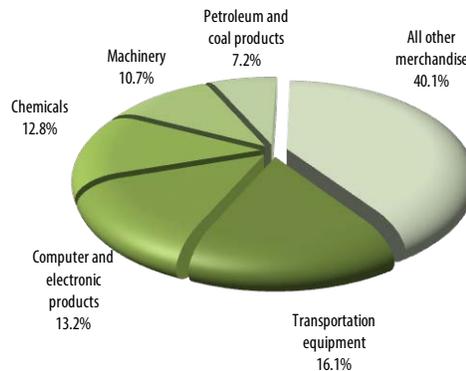
Merchandise Trade Highlights

- Total U.S. goods trade was \$3.8 trillion 2012, up 3.6% from 2011.
- Manufactured goods accounted for 87% of U.S. merchandise exports and 79% of merchandise imports in 2012.

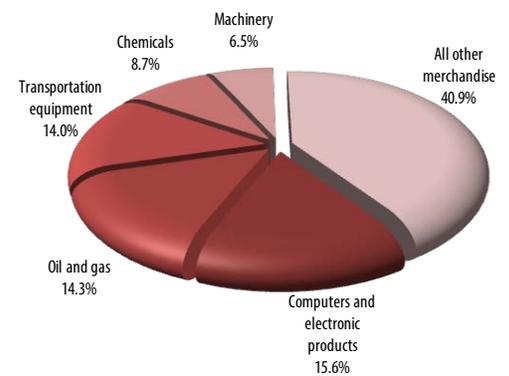


- Transportation equipment was the dominant export category in 2012, totaling \$248.2 billion, or 16.1% of total goods exports.
- Transportation also showed the largest dollar growth among goods exports, increasing by \$30.6 billion or 14.0%.

Merchandise Exports, 2012

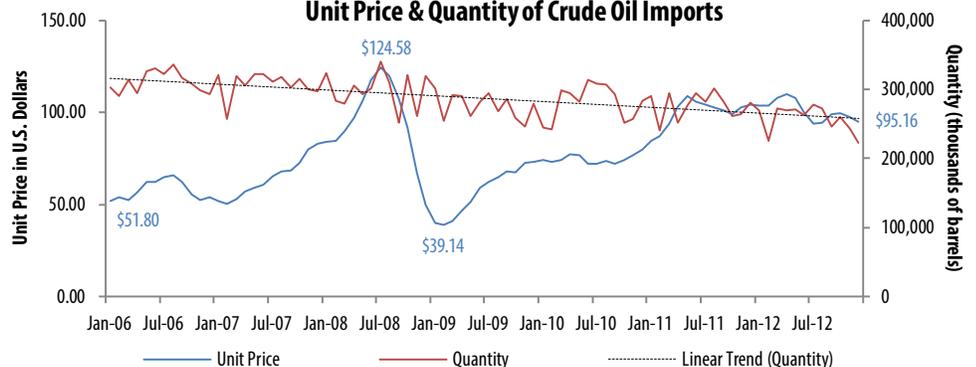


Merchandise Imports, 2012



- Petroleum imports fell in 2012, entirely due to decreases in quantity, contributing to an improvement in the petroleum trade deficit.
- Over time, the quantity of oil imports has fallen, with prices stabilizing above their 2010 level.

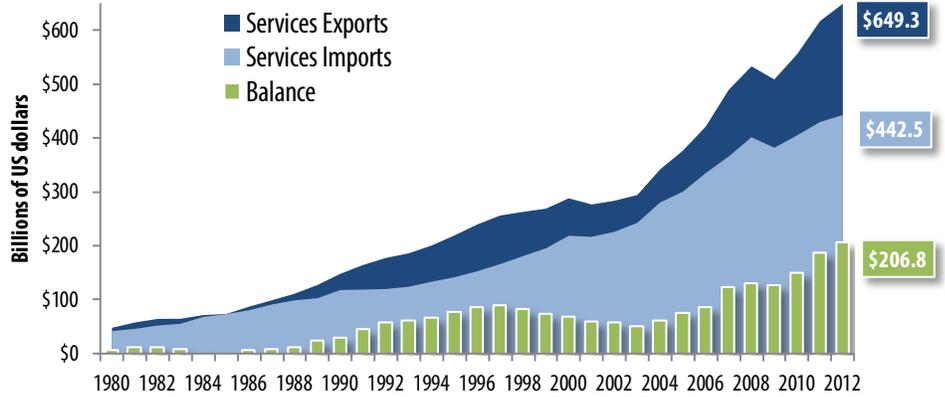
Unit Price & Quantity of Crude Oil Imports



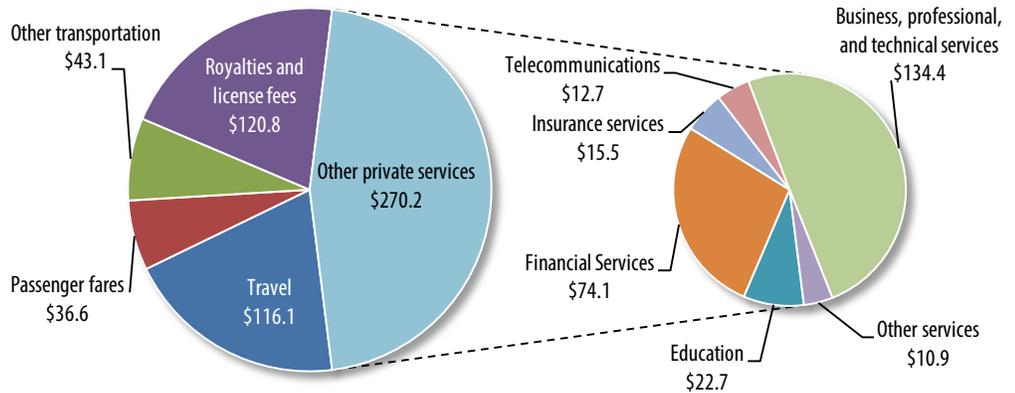
Petroleum imports account for more than half of the overall trade deficit

Services Trade Highlights

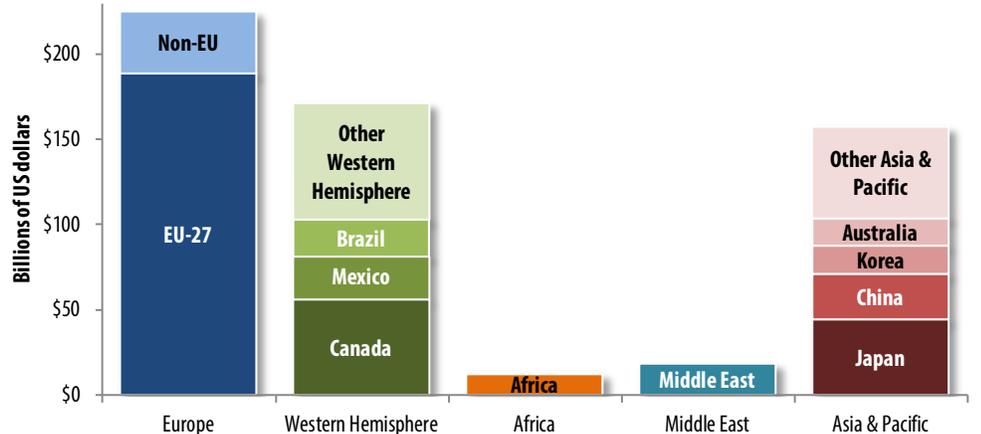
- Services exports hit a record high in 2012, up 5% from 2011 and 28% from 2009.
- Despite a slight decline in 2009, services exports are consistently rising, leading to a growing services trade surplus in recent years.
- Services accounted for 29.4% of total U.S. exports in 2012.



- Other private services and royalties and license fees accounted for the largest shares of U.S. services exports in 2011 (latest detailed data available).
- Among other private services, business, professional, and technical services lead exports. This sector includes management and consulting services, research and development services, computer and information services, and equipment installation, maintenance, and repair.



- U.S. services exports largely go to markets in Europe, followed by Asia and Latin America.



U.S. Department of Commerce | International Trade Administration

Services trade surplus hit a record high in 2012

The U.S. has held a services trade surplus since 1971



1/3

Nearly one-third of U.S. merchandise exports went to Canada and Mexico

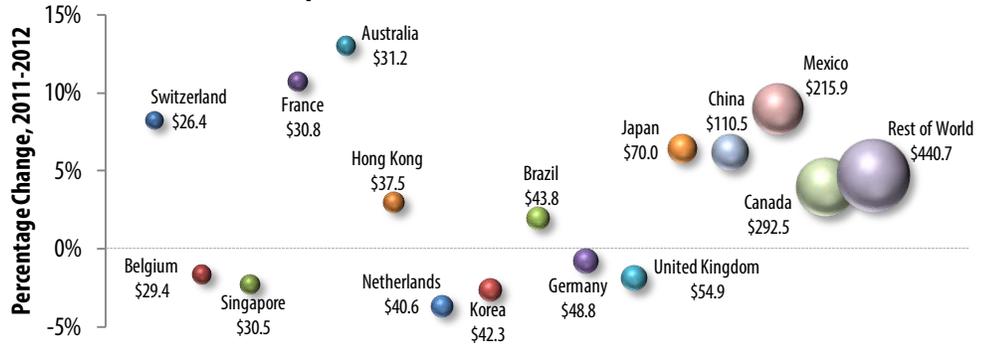
54%

U.S. export growth to Free Trade Partners 2009-2012

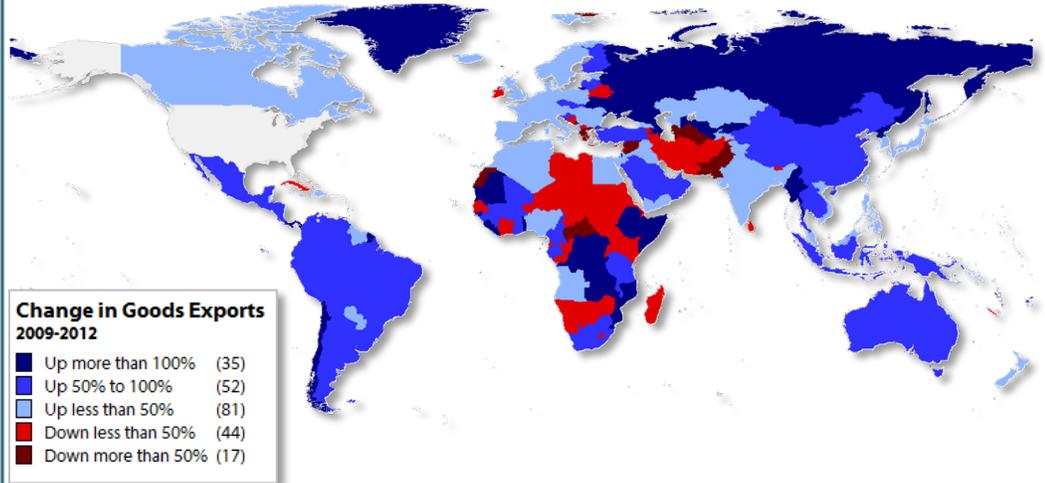
Top Export Markets in 2012

- U.S. exports span more than 230 destinations, with Canada and Mexico accounting for nearly one-third of the total.
- Canada was the top export market in 2012, at \$293 billion. Canada was followed by Mexico, (\$216 billion), China (\$110 billion), Japan (\$70 billion), and the United Kingdom (\$55 billion).
- Mexico showed the highest dollar growth, compared to 2011, up nearly \$18 billion.

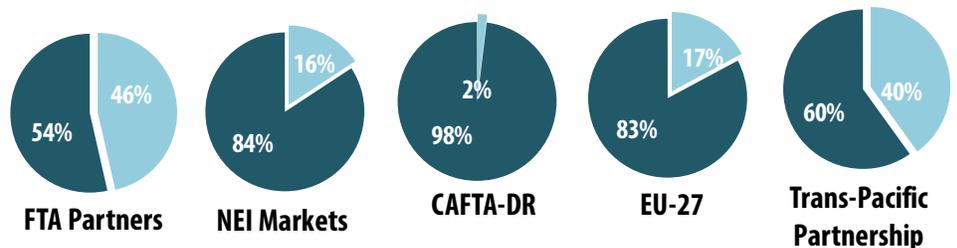
Export Market Size and Growth, 2012



- Of markets receiving more than \$500 million in U.S. goods exports, Mongolia and Ethiopia have shown the fastest growth in 2012 by percent change, compared to the previous year.
- While a smaller share of overall trade, U.S. goods exports to markets in South and Central America have shown the most rapid growth since 2009, both up by more than 70%.



Share of 2012 Goods Exports by Region



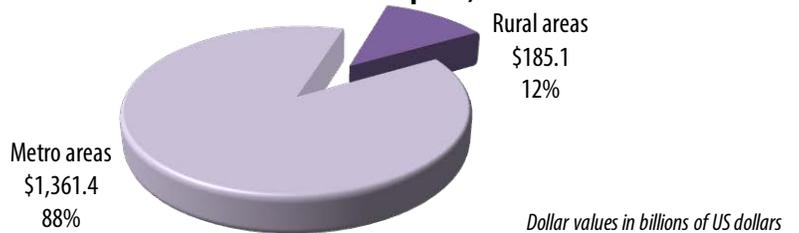
Local Area Exports

- Exports have an important impact on many local areas.
- Nationwide, Texas and California lead among state exporters, accounting for more than a quarter (28%) of total U.S. merchandise exports in 2012.
- New Mexico showed the fastest growth in 2012, up 42% from 2011.

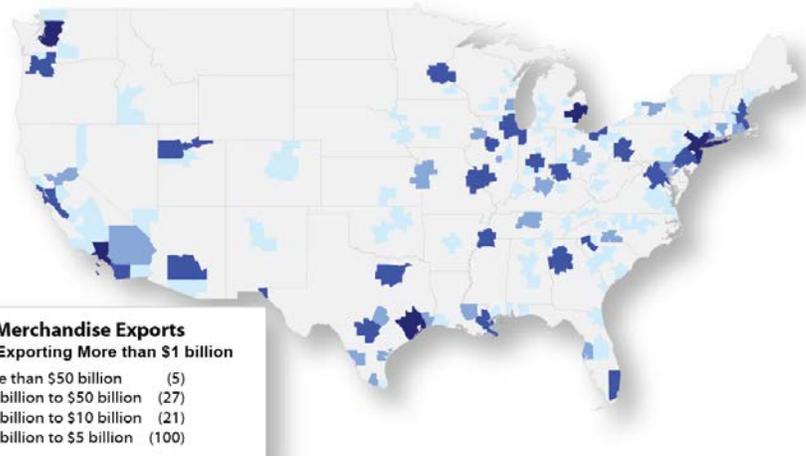


- U.S. metropolitan statistical areas (MSAs) exported nearly \$1.4 trillion of merchandise in 2012, a 4% increase from 2011.
- Houston was the largest metropolitan area exporter by value in 2012, exporting \$110.3 billion of merchandise. New York came in second with \$102.3 billion in goods exports.
- Seattle showed the largest dollar growth in 2012, increasing by \$9.2 billion.
- Among metro areas exporting more than \$1 billion, Little Rock-North Little Rock-Conway, AR showed the fastest growth, up 171% from 2011.

Metro v. Non-Metro Area Exports, 2012



- 153 metro areas exported more than \$1 billion of merchandise in 2012, and 32 exported more than \$10 billion of merchandise that year.



30 States that had record-high export levels in 2012

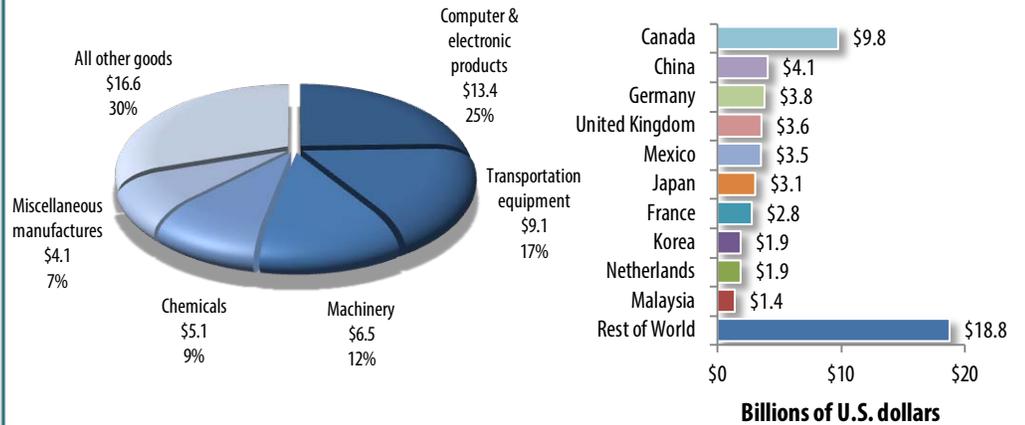
220 MSAs that recorded higher exports in 2012 than 2011

Region in Focus: New England



- Merchandise exports from New England totaled \$54.6 billion in 2012, down 6% from 2011.
- Computer and electronic products accounted for a quarter of New England's exports, amounting to \$13.4 billion. It was a decline in exports of these goods, largely to Asian markets, that drove the decrease in the region's exports.

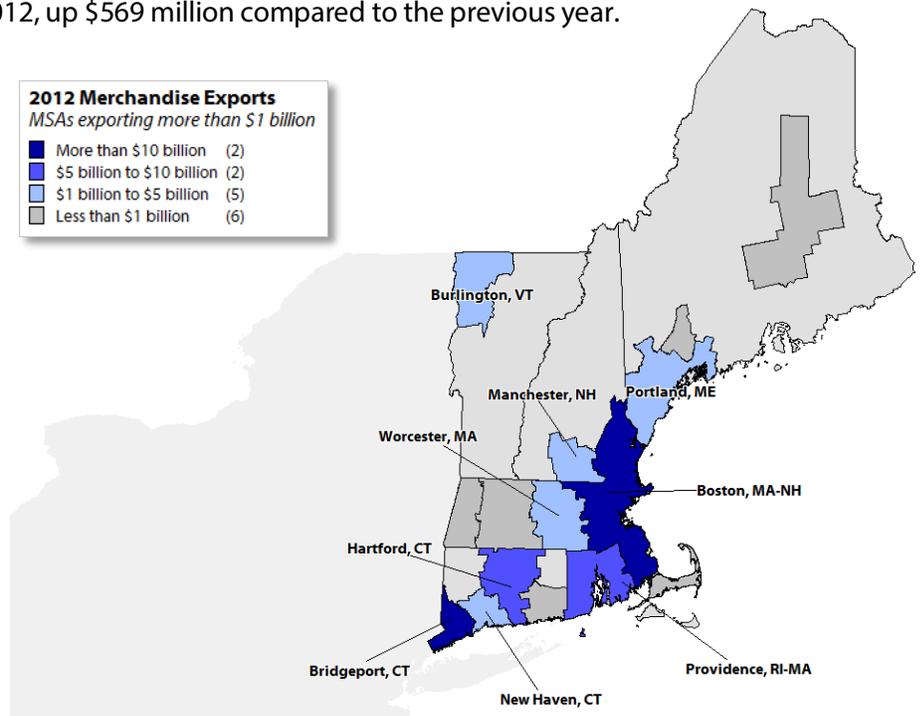
Exports from New England



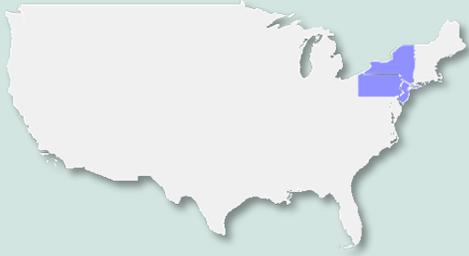
- In 2012 the majority of New England's exports went to Canada, China, and markets in Europe.
- Massachusetts showed the highest goods exports in 2012 in New England, totaling \$25.6 billion.
- Massachusetts also showed the largest dollar decline in 2012, down \$2.1 billion since 2011. Rhode Island exports were up \$89 million, the only state in this region to report an increase from 2011.
- Boston was the largest metro exporter in this region, with goods exports totaling \$21.2 billion.
- Worcester, MA showed the largest dollar growth among New England MSAs in 2012, up \$569 million compared to the previous year.

\$2.0

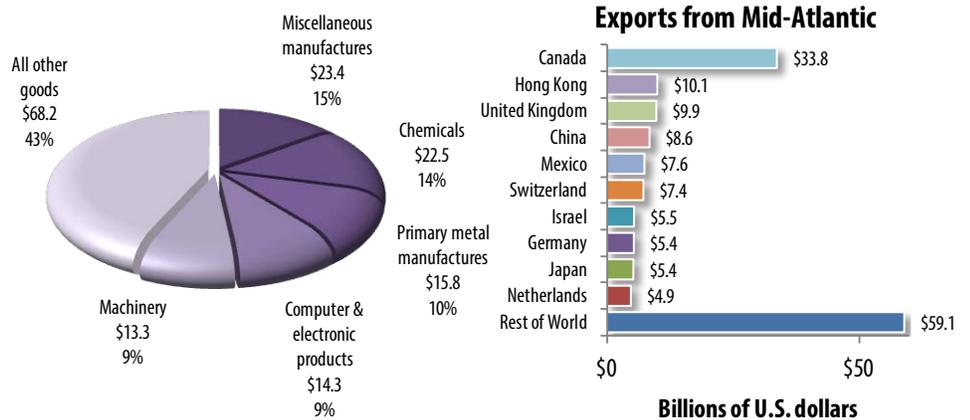
Export growth of machinery (in billions) since 2009 (highest in region)



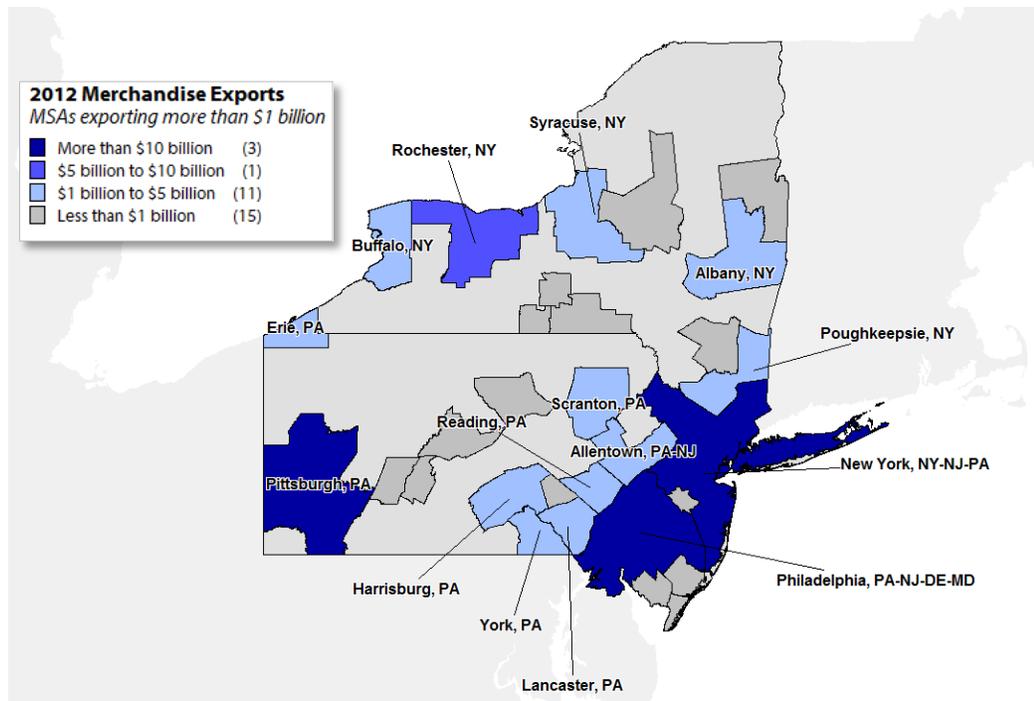
Region in Focus: Mid-Atlantic



- Merchandise exports from the Mid-Atlantic totaled \$157.5 billion in 2012, down 4% from 2011.
- Miscellaneous manufactures, which includes medical equipment and jewelry, accounted for 15% of exports from the Mid-Atlantic, amounting to \$23.4 billion.
- In 2012 top Mid-Atlantic region export markets were Canada and Hong Kong.



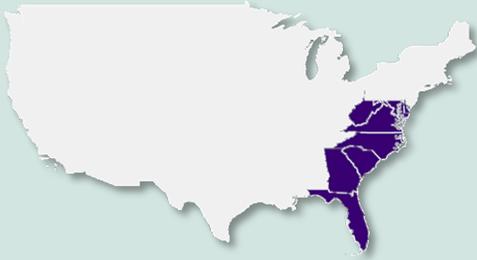
- Among states in this region, New York showed the highest goods exports in 2012, totaling \$81.4 billion.
- New York also showed the largest dollar decline in 2012, down \$3.4 billion or 4% since 2011, largely due to decreased exports of chemicals and petroleum and coal products. This was partially offset by a \$1.4 billion increase in primary metal manufactures.
- The New York City metropolitan area was by far the largest metro exporter in this region, with goods exports totaling \$102.3 billion in 2012.
- Of MSAs exporting more than \$1 billion, Erie, PA showed the fastest growth, up 18% from 2011.



57%

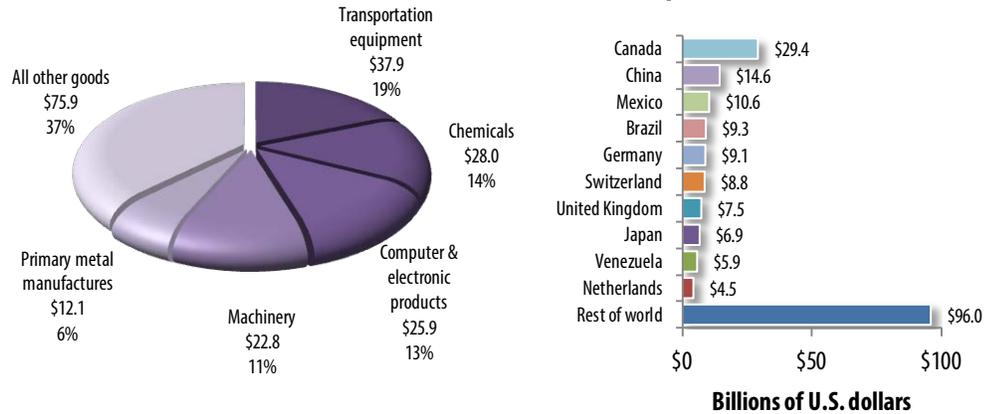
Share of Mid-Atlantic exports that came from the New York City area

Region in Focus: South Atlantic

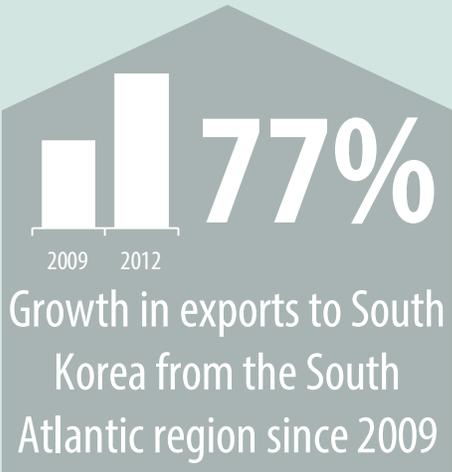
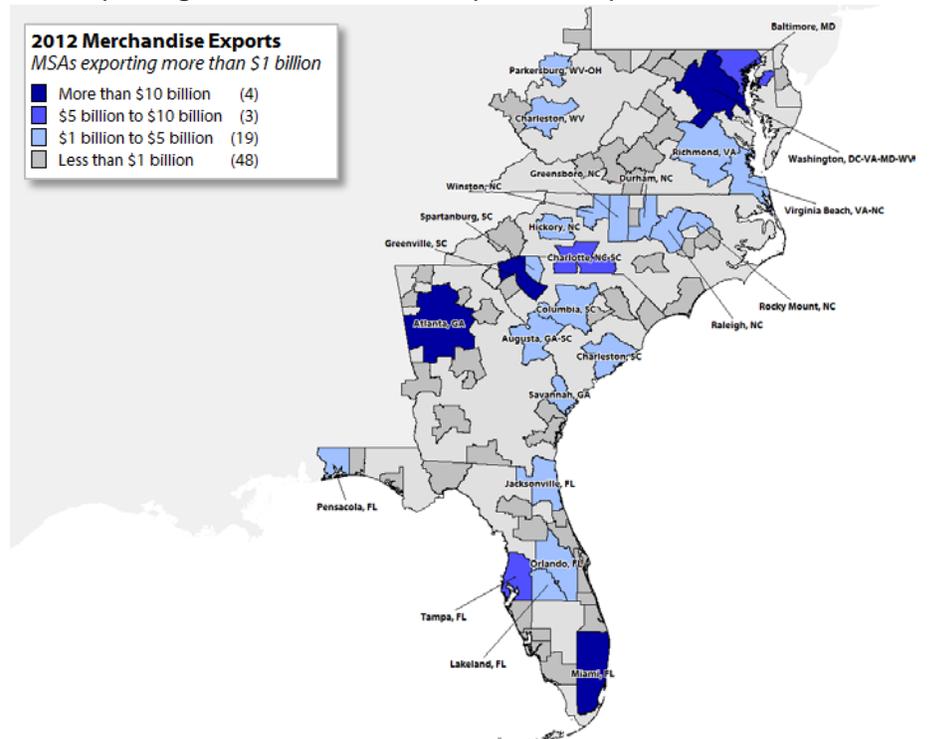


- Merchandise exports from the South Atlantic totaled \$204.7 billion in 2012, up 4% from 2011.
- Transportation equipment was the largest export category, accounting for 19% of South Atlantic exports at \$38.4 billion.
- In 2012 top South Atlantic export markets included Canada, as well as markets in Latin America.

Exports from South Atlantic

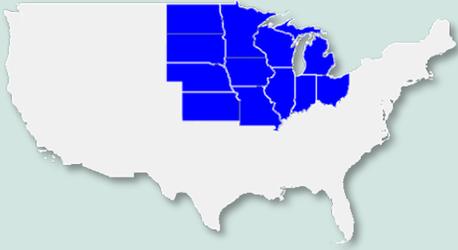


- Florida showed the highest goods exports in 2012 among South Atlantic states, totaling \$66.2 billion.
- West Virginia showed both the largest dollar and percentage growth in 2012, up \$2.3 billion or 25% from 2011. This was primarily due to increased exports of minerals and ores to markets such as China, Japan, the Netherlands, and South Korea.
- Miami was the largest metro exporter in this region, with goods exports totaling \$47.9 billion in 2012.
- Lakeland-Winter Haven, FL showed the fastest growth among MSAs in the South Atlantic exporting more than \$1 billion, up 79% compared to 2011.



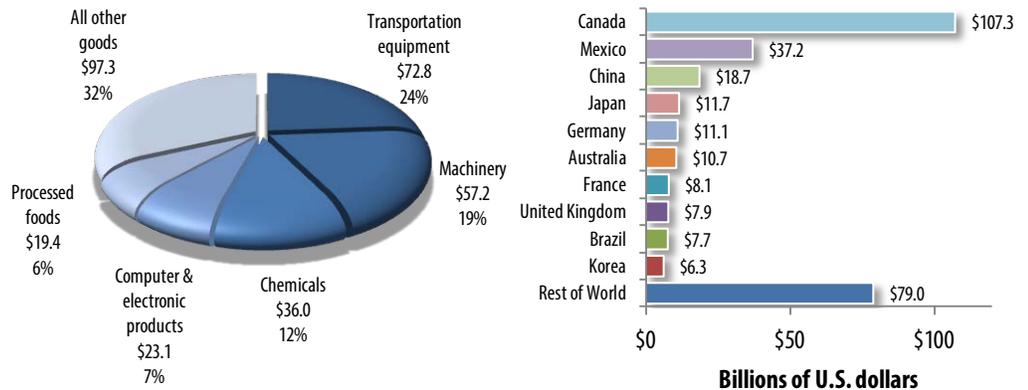
Source: Metropolitan Export Series, Census Bureau

Region in Focus: North Central



- Merchandise exports from the North Central region totaled \$305.7 billion in 2012 up 6% from 2011.
- Transportation equipment accounted for nearly a quarter of this region's exports in 2012, totaling \$72.8 billion.
- In 2012 Canada was the top export market for this region, accounting for more than a third (35%) of total goods exports to the World.

Exports from North Central

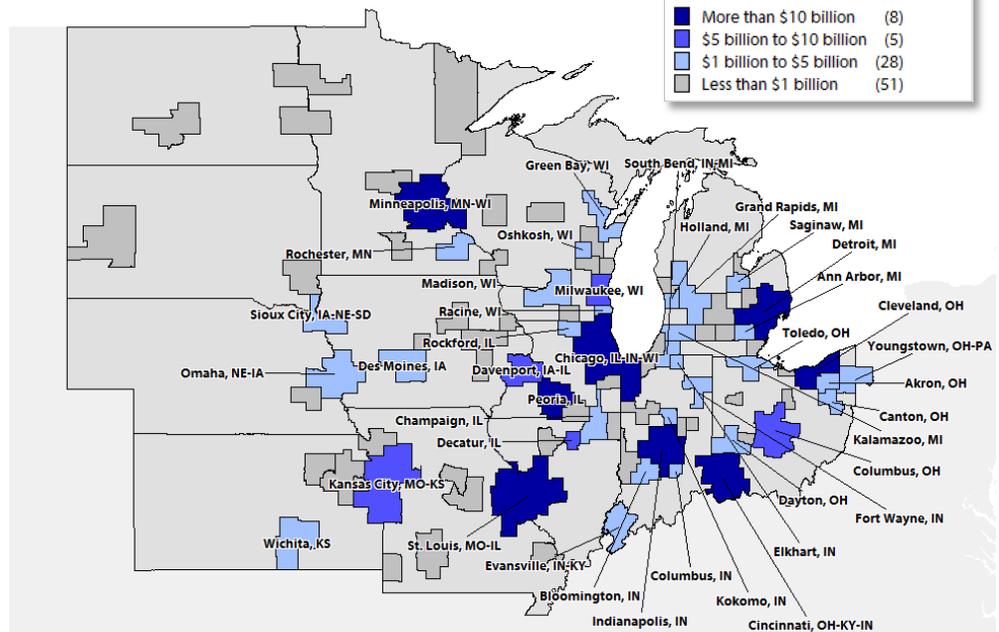


- Illinois showed the highest goods exports among North Central states in 2012, totaling \$68.1 billion.
- Michigan experienced the largest dollar growth in 2012, up \$6.0 billion since 2011, due to increased exports of transportation equipment.
- Detroit was the largest metro exporter in this region in 2012, with goods exports totaling \$55.4 billion.
- Detroit also showed the largest dollar growth among MSAs in the North Central region, up \$6.0 billion compared to the previous year. Of MSAs exporting more than \$1 billion, Omaha-Council Bluffs, NE-IA saw the most rapid growth in 2012, up 33%.

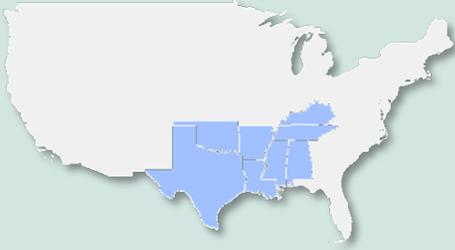
\$72.8 billion

Transportation equipment exports from this region hit record-high in 2012

2012 Merchandise Exports MSAs exporting more than \$1 billion

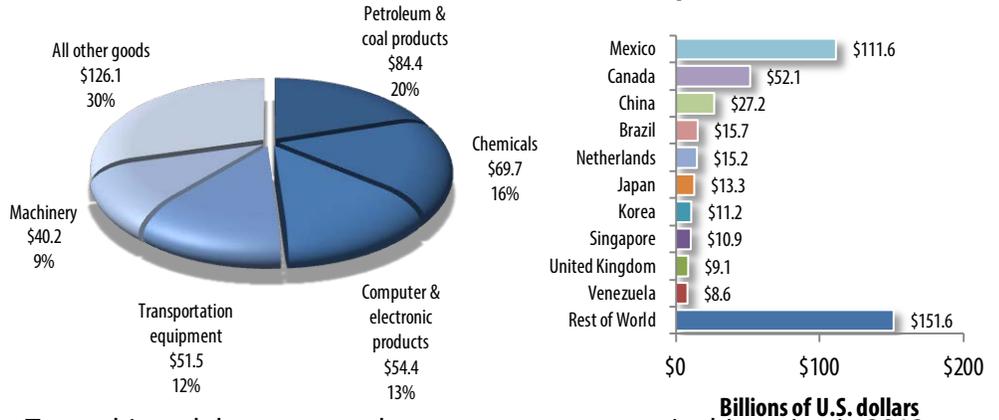


Region in Focus: South Central



- Merchandise exports from the South Central region totaled \$426.4 billion in 2012, up 8% from 2011.
- Petroleum and coal products was the largest export category in 2012 exports, totaling to \$84.4 billion.
- In 2012 the large majority of this region's exports went to Mexico, followed by Canada, China, and Brazil.

Exports from South Central

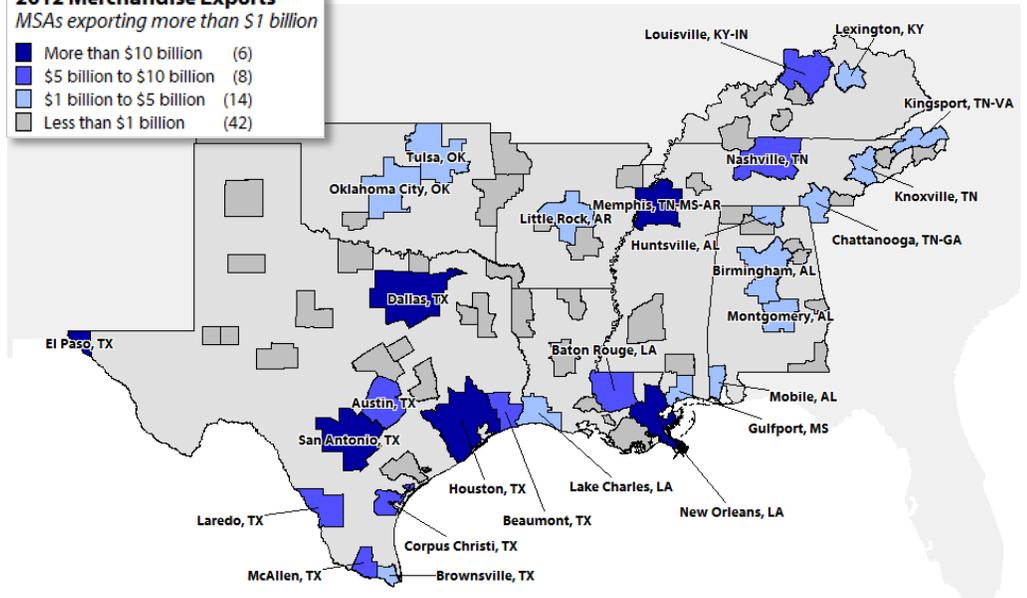
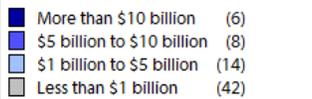


- Texas shipped the most goods exports among states in this region in 2012, amounting to \$264.7 billion.
- Texas showed the largest dollar growth in 2012, up \$14.0 billion since 2011.
- Arkansas exhibited the most rapid growth in 2012, up 36%, largely due to increased exports of transportation equipment.
- Houston-Sugar Land-Baytown, TX was the largest metro exporter in this region, with goods exports totaling \$110.3 billion.
- Houston also showed the largest dollar growth among MSAs in this region, up \$5.8 billion in 2012 compared to the previous year. Of MSAs exporting more than \$1 billion in 2012, Little Rock-North Little Rock-Conway, AR showed the fastest export growth, more than doubling its goods exports in 2012 with an increase of 171%.

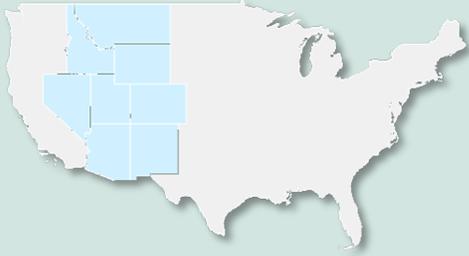
62%

Share of South Central exports that came from Texas in 2012

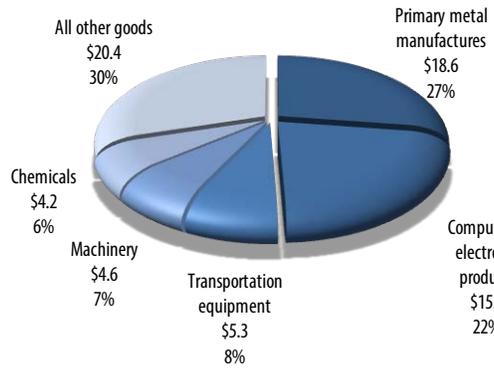
2012 Merchandise Exports MSAs exporting more than \$1 billion



Region in Focus: Mountain Region

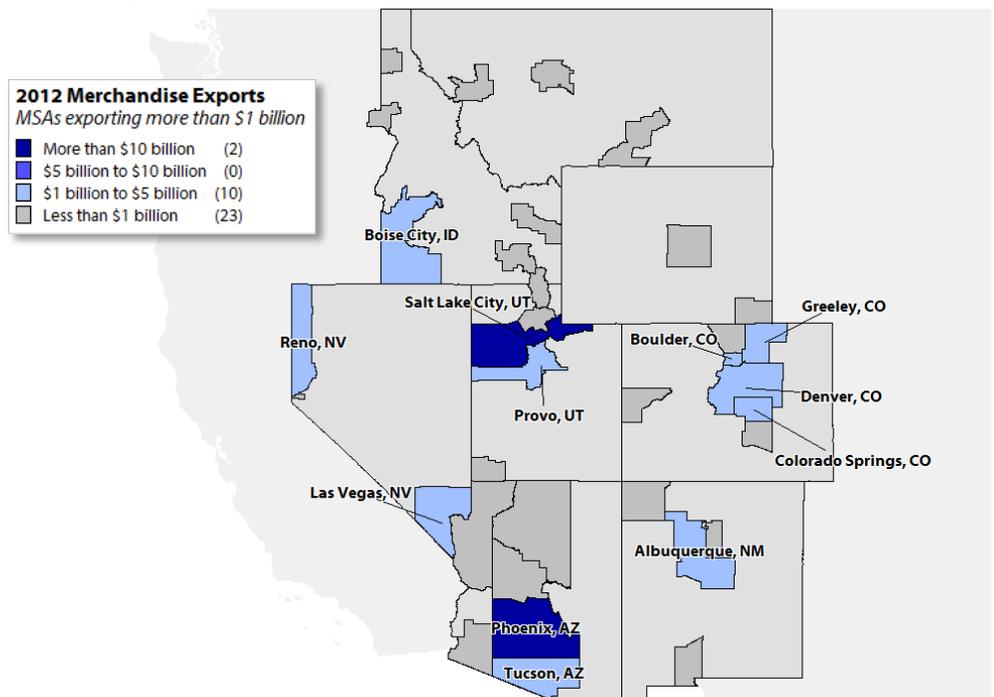


- Merchandise exports from the Mountain Region totaled \$68.2 billion in 2012, up 8% from 2011.
- Primary metal manufactures accounted for more than a quarter of this region's exports, amounting to \$18.6 billion.
- In 2012 the top export markets for this region were Canada and Mexico.



Up
\$1.7 billion
 Export growth in this region is largely driven by higher exports of primary metal manufactures

- Utah showed the highest goods exports in 2012, totaling \$19.3 billion.
- Nevada showed the largest dollar growth in 2012, up \$2.3 billion since 2011. Most of this growth was due to increased exports of primary metal manufactures.
- In 2012 New Mexico showed the fastest growth in the U.S. up 42%, primarily due to increased exports of computer and electronic products to Israel.
- Salt Lake City, UT was the largest metro exporter in this region, with goods exports totaling \$16.0 billion in 2012.
- Albuquerque, NM showed the largest dollar growth among MSAs in this region, up \$839 million (88%) compared to the previous year. This MSA also showed the fastest growth in 2012 among those metro areas exporting more than \$1 billion.



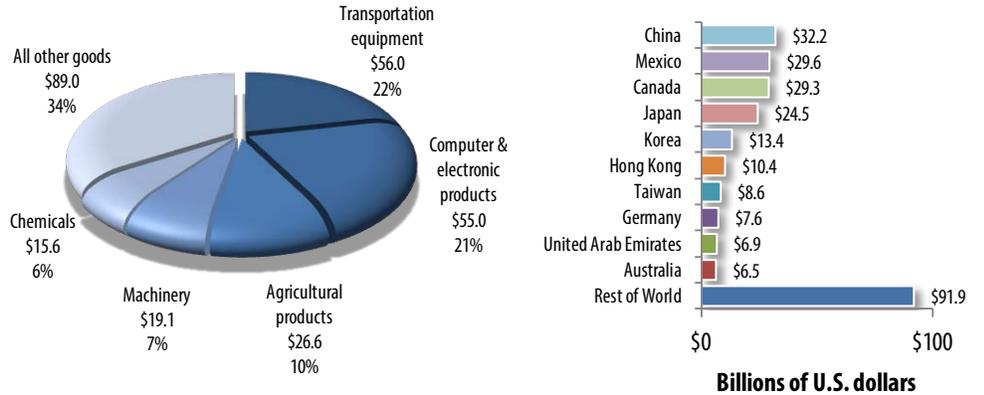
Source: Metropolitan Export Series, Census Bureau

Region in Focus: Pacific Region



- Merchandise exports from the Pacific Region totaled \$261.2 billion in 2012, up 5% from 2011.
- Transportation equipment accounted for more than a fifth of this region's exports, amounting to \$56.0 billion.
- In 2012 the Pacific Region's top export markets included China and other Asian markets.

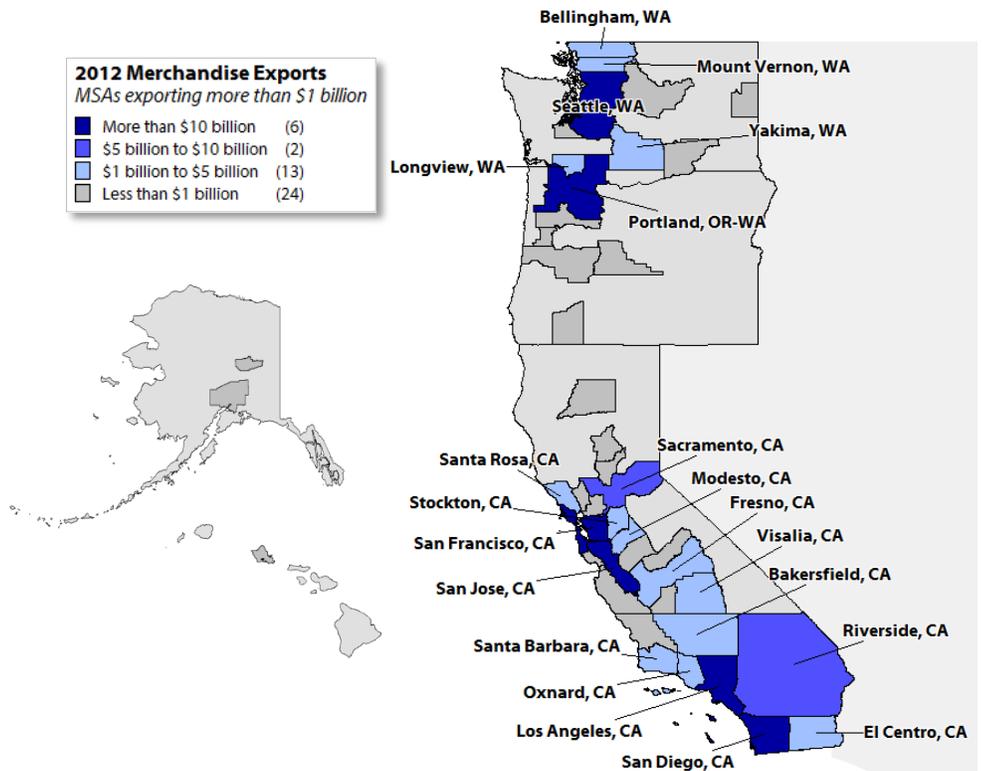
Exports from the Pacific Region



- California showed the highest goods exports in 2012 among states in this region, totaling \$161.9 billion.
- Washington saw both the largest dollar and percentage growth in 2012, up \$10.8 billion (17%) since 2011.
- Los Angeles was the largest metro exporter in this region, with goods exports totaling \$75.0 billion.
- Among MSAs exporting more than \$1 billion in 2012, Mount Vernon-Anacortes, WA showed the most rapid export growth, growing 31% since 2011.

26%

Transportation equipment export growth, 2011-2012 (up \$11.5 billion)



Source Notes

Global Trade and Economy

- IMF World Economic Outlook
Released April 2013
- WTO International Trade Statistics 2012
Released April 2013
- National Income and Product Accounts (NIPA) Tables, Bureau of Economic Analysis
Released May 2013

U.S. Trade

- Foreign Trade Division, Census Bureau
Released June 2013
- National Income and Product Accounts (NIPA) Tables, Bureau of Economic Analysis
Released May 2013
- “Jobs Supported by Exports 2012: An Update,” Martin Johnson and Chris Rasmussen, Office of Competition and Economic Analysis, International Trade Administration
Released February 2013
- Exporter Database, Census Bureau
Released April 201

U.S. Merchandise Trade

- Foreign Trade Division, Census Bureau
Released June 2013

U.S. Services Trade

- Foreign Trade Division, Census Bureau
Released June 2013
- International Services Statistics, Bureau of Economic Analysis
Released October 2012

Local Area Exports

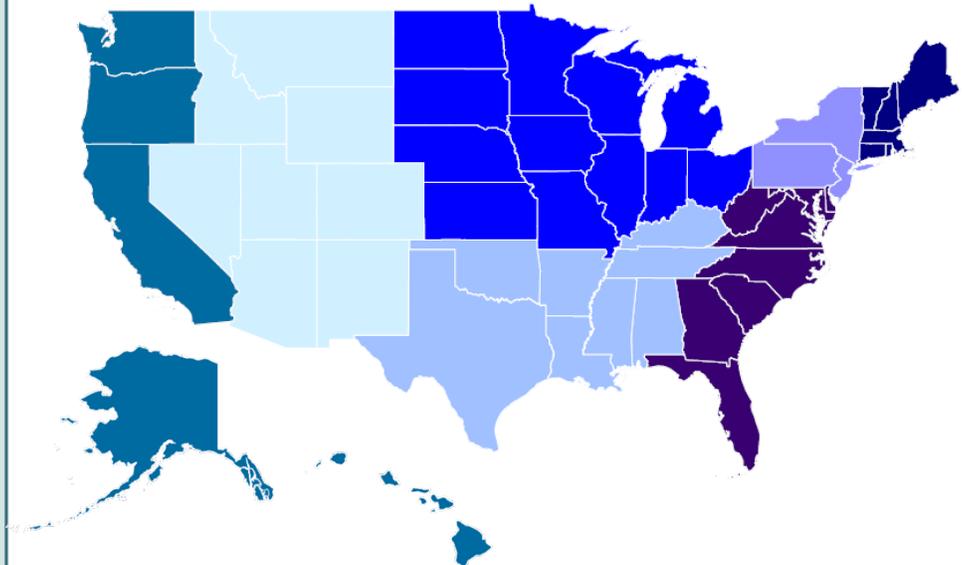
- Metropolitan Export Series, Census Bureau
Released June 2013

Region Definitions

International Trading & Economic Regions

FTA Partners	NEI Markets	CAFTA-DR	EU-27	Trans-Pacific Partnership
Australia	Brazil	Costa Rica	Austra	Australia
Bahrain	China	Dominican Republic	Belgium	Brunei
Canada	Colombia	El Salvador	Bulgaria	Chile
Chile	India	Guatemala	Cyprus	Malaysia
Colombia	Indonesia	Honduras	Czech Republic	New Zealand
Costa Rica	Saudi Arabia	Nicaragua	Denmark	Peru
Dominican Republic	South Africa		Estonia	Singapore
El Salvador	Turkey		Finland	Vietnam
Guatemala	Vietnam		France	
Honduras			Germany	
Israel			Greece	
Jordan			Hungary	
Mexico			Ireland	
Morocco			Italy	
Nicaragua			Latvia	
Oman			Lithuania	
Panama			Luxembourg	
Peru			Malta	
Singapore			Netherlands	
South Korea			Poland	
			Portugal	
			Romania	
			Slovakia	
			Slovenia	
			Spain	
			Sweden	
			United Kingdom	

Domestic State Regions



New England	Mid-Atlantic	South Atlantic	North Central	South Central	Mountain Region	Pacific Region
Connecticut	New Jersey	Delaware	Illinois	Alabama	Arizona	Alaska
Maine	New York	Florida	Indiana	Arkansas	Colorado	California
Massachusetts	Pennsylvania	Georgia	Iowa	Kentucky	Idaho	Hawaii
New Hampshire		Maryland	Kansas	Louisiana	Montana	Oregon
Rhode Island		North Carolina	Michigan	Mississippi	Nevada	Washington
Vermont		South Carolina	Minnesota	Oklahoma	New Mexico	
		Virginia	Missouri	Tennessee	Utah	
		West Virginia	Nebraska	Texas	Wyoming	
			North Dakota			
			Ohio			
			South Dakota			
			Wisconsin			

For More Information:

U.S. Trade Statistics:

TradeStats Express

National and state-level trade data

Exporter Database

Export data by company size

Local Area Data:

Metro Export Series

Export data by Metropolitan Statistical Area

State Reports

Short statistical report for each state

Monthly Data Tables:

Top Trade Partners

FTA Tables

Additional Reports and Information:

Reference Information

Trade Data Basics, Reference Room, and more

Trade Statistics Home

Comments and questions should be directed to:

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